

# EDEXCEL PROGRAM/S

**Course Code:** (Edexcel BTEC Level- 5)

**Course Title:** BTEC HND in Business

The BTEC (Business Technology Engineering Council) Higher National Diploma (HND) is a specialist programme with a strong work related emphasis. The qualification provides a thorough grounding in the key concepts and practical skills required in the sector with national recognition by employers allowing progression direct into employment or to degree.

This HND in Business is ideal for those who wish to study at the undergraduate level to become better managers. Successful completion of HND allows students direct entry to top up honours degrees at selected British universities.



## **Entry Requirements:**

**You will normally need to have at least one of the following:**

- ▶ A GCE A Level profile which demonstrates strong performance in a relevant subject or an adequate performance in more than one GCE subject. This profile is likely to be supported by GCSE grades at level A-C
- ▶ An AVCE/GNVQ in appropriate vocational area
- ▶ Other related Level 3 qualifications
- ▶ An Access to Higher Education Certificate awarded by an approved further education institution
- ▶ Related work experience or equivalent overseas qualifications

More mature learners may present a more varied profile of achievement that is likely to include extensive work experience (paid and/or unpaid) and/or achievement of a range of professional qualifications in their work sector. Students who are non-native speakers or who have not studied final two years of school in English, will also require an English Proficiency certificate that is at a standard equivalent to IELTS 5.5, with a minimum of 5.0 being awarded on individual sections.



## **Course Duration:**

The duration of the course is 2 years.



## **Course Structure:**

This course consists of 16 units (8 core units + 8 specialist unit) including a Project. There are 60 learning hours for each unit.

Unit No	Mandatory Core Units (Eight Units, 125 Credit Value)	Unit Level	Unit Credit
1	Business Environment	4	15
2	Managing Financial Resources and Decisions	4	15
3	Organisations and Behaviour	4	15
4	Marketing Principles	4	15
5	Aspects of Contract and Negligence for Business	4	15
6	Business Decision Making	5	15
7	Business Strategy	5	15
8	Research Project	5	20

Unit No	Specialist Units (Eight Units, 120 Credit Value)	Unit Level	Unit Credit
13	Personal and Professional Development	5	15
19	Marketing Planning	5	15
21	Human Resource Management	4	15
30	Internet Marketing	5	15
33	Small Business Enterprise	5	15
40	Business Work Experience	5	15
42	Project Management for Business	5	15
47	Employability Skills	5	15

### **Course Assessment:**

This HND programme is assessed by a mixture of assignments and examinations. Each unit is internally assessed and graded by qualified tutor/assessors and internal verifiers, and then externally by an Edexcel examiner. Grades awarded are Pass, Merit and Distinction.

### **Progression Route:**

You may top-up your HND to a BA/BSc(Hons) at many UK universities. With a UK Honours degree you will be able to compete in global market for jobs, or even proceed to a Master degree.

### **Further Information:**

See the Edexcel website [www.edexcel.org.uk](http://www.edexcel.org.uk) for more information about HNDs.

**Course Code: (Edexcel BTEC L-7)**

**Course Title: Extended Diploma in Strategic Management and Leadership (EDSML)**

The BTEC Edexcel QCF Level 7 Extended Diploma In Strategic Management & Leadership, intended primarily for those who are working in or aspire to work in management, will equip students with the knowledge, understanding and skills required for continued professional development in first-line management positions. Although, the EDSML is a self-standing qualification, upon completion, students can go on to study for an MBA top-up or MSc in Management or MA in Management at recognised UK universities and institutions.

 **Entry Requirements:**

**You will normally need to have at least one of the following:**

- ▶ 3 years Bachelor Degree or BTEC HND in related subjects
- ▶ Equivalent overseas qualifications
- ▶ Related work experience in Managerial/Supervisory position

More mature learners may present a more varied profile of achievement that is likely to include extensive work experience (paid and/or unpaid) and/or achievement of a range of professional qualifications in their work sector. Students who are non-native speakers or who have not studied final two years of school in English, will also require an English Proficiency certificate that is at a standard equivalent to IELTS 6.5.

 **Course Duration:**

The duration of the course is 1 year.

 **Course Structure:**

This course consists of 10 units (3 core units + 7 specialist units). There are 60 learning hours for each unit.

Unit No	Mandatory Core Units (Three Units, 25 Credit Value)	Unit Level	Unit Credit
1	Developing Strategic Management and Leadership Skills	4	10
2	Professional Development for Strategic Manager	5	5
3	Strategic Change Management	5	10

Unit No	Specialist Units (Minimum total credit Value of 95)	Unit Level	Unit Credit
7	Strategic Marketing Management	4	10
8	Managing Corporate Responsibility	5	10
10	Strategic Human Resource	4	10
12	Strategic Planning	4	15
13	Managing Financial Principles and Techniques	5	15
16	Research Methods for Strategic Managers	5	15
17	Project Development and Implementation for Strategic Managers	5	20

### **Course Assessment:**

This EDSML programme is assessed by a mixture of assignments and examinations. Each unit is internally assessed and graded by qualified tutor/assessors and internal verifiers, and then externally by an Edexcel examiner. Grades awarded are either Pass or Fail.

### **Progression Route:**

With a UK Postgraduate qualification you will be able to compete in global market for jobs, or even proceed to a top-up Masters programmes such as MBA or MSc or MA in Management, at selected UK Universities.

### **Further Information:**

See the Edexcel website [www.edexcel.org.uk](http://www.edexcel.org.uk) for more information about EDSML programme..